

Fig. 1  
Stages in Software Sales Cycle

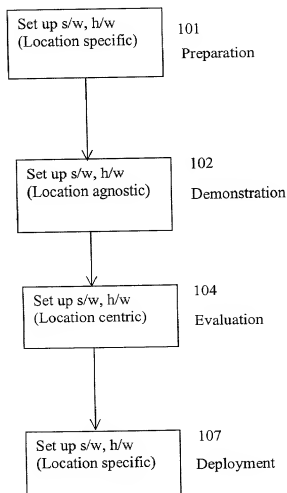


Fig.2  
Sales Preparation using DCE

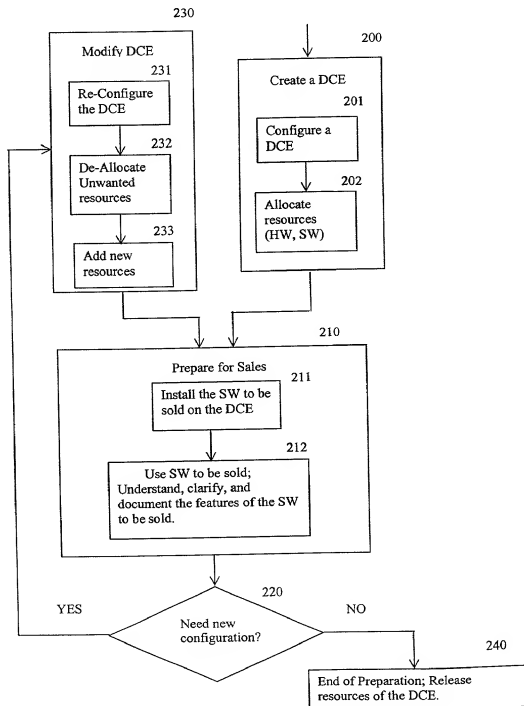


Fig. 3

System enabling the use of DCEs for Software Sales Demonstration(s) and Sales Evaluation(s).

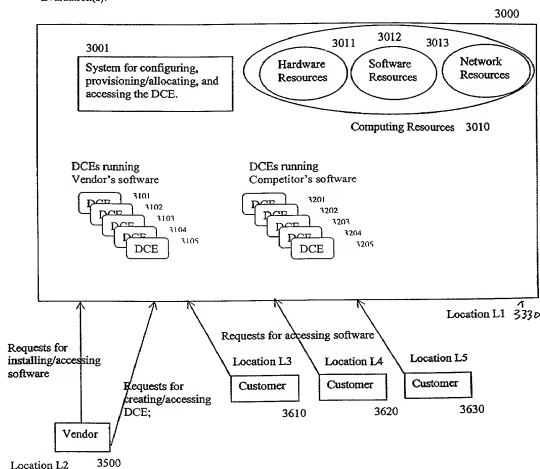


Fig 4  
Sales Demonstration using DCE

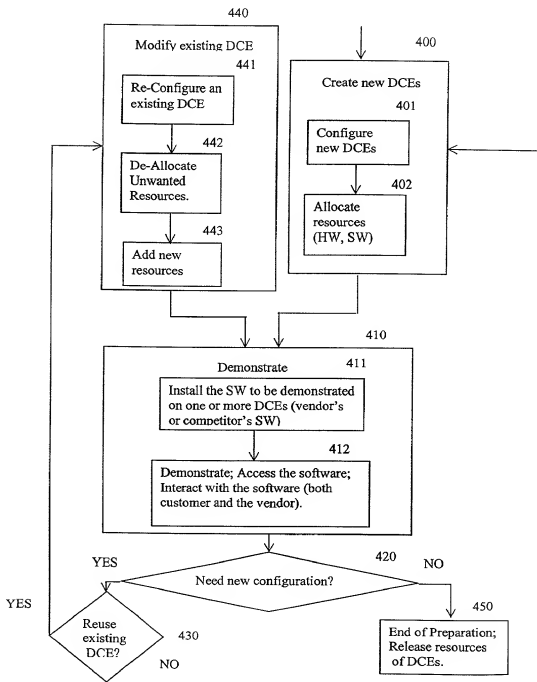


Fig.5  
Customer Evaluation during Sales Cycle using DCE

